

## Message Text

UNCLASSIFIED

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17

ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 013582

R 171852Z NOV 76  
FM AMEMBASSY CARACAS  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5661

UNCLAS CARACAS 13579

PASS TO OED MEPD AND OIM BREWER

EO 11652 NA  
TAGS: BENC VE  
SUBJ: MAJOR PROJECT: OUTBOARD MOTOR PLANT

1. PROJECT NAME: OUTBOARD MOTOR PLANT FOR ZULIA  
(CORPORATION NOT YET FORMED).

2. BRIEF DESCRIPTION: ALCASA ALUMINUM PLANT IS LOOKING  
FOR SUPPLIERS OF TECHNOLOGY TO TAKE PART IN CONSTRUCTION OF  
PLANT TO PRODUCE OUTBOARD MOTORS IN ZULIA. PLANT WULD  
SUPPLY VENEZUELAN AND ANDEAN MARKETS WITH POSSIBLE  
EXPANSION TO COVER CARIBBEAN. PLANT WILL BE JOINT VENTURE  
WITH VENEZUELAN(80PERCENT) AND FOREIGN(20PERCENT)  
PARTICIPATION

3. PROJECT MANAGER:  
DR RAFAEL RODRIGUEZ PULIDO  
GERENTE DE DESARROLLO DE MERCADOS  
ALCASA  
EDIFICIO GENERAL DE SEGUROS, PISO 5  
CIUDAD COMERCIAL TAMANACO  
CHUAO, CARACAS 106, VENEZUELA  
APARTADO SABANA GRANDE 50788  
PHONE 928111  
TELEX: 25394: ALUMCAR

4. STATUS OF PROJECT: DR RODRIGUEZ STATES THAT HE IS  
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CURRENTLY SOLICITING INTEREST FROM SEVERAL MAJOR US

MANUFACTURERS OF OUTBOARD MOTORS. US FIRMS WISHING TO DISCUSS PROPOSAL SHOULD MAKE CONTACT ASAP.

5. ESTIMATED PROJECT COSY/FOREIGN CONTENT: NA

6. COMPETITIVE FACTORS: DR RODRIGUEZ STATES THAT HE HOPES TO GENERATE US INTEREST IN THIS PROJECT. HOWEVER, IF NO ACCEPTABLE US FIRM DECIDES TO PARTICIPATE, HE WILL CONTACT YAMAHA.

7. WHILE PROJECT WILL BE FINANCED BY PRIVATE ZULIANO CAPITAL, DR RODRIGUEZ IDENTIFIES HIMSELF AS BEST CONTACT FOR THIS PROJECT. ALCASA IS ACTIVELY PARTICIPATING IN PROGRAM TO DEVELOP BROAD DIVERSIFIED DOMESTIC MARKETS FOR INCREASED NATIONAL OUTPUT OF ALUMINUM. DR RODRIGUEZ APPEARS TO BE SPEARHEADING TIS PROGRAM, USING ALCASA (AND REYNOLDS) EXPERTISE TO START UP A VARIETY OF SECONDARY ALUMINUM INDUSTRIES.  
VAKY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 17 NOV 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
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**Review Authority:** powellba  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 04 AUG 2004  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
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**Subject:** MAJOR PROJECT: OUTBOARD MOTOR PLANT  
**TAGS:** BENC, VE  
**To:** COM  
**Type:** TE  
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